

ABSTRACT

The present invention provides a system for sales process creation and tracking. The system uses a database for storing information about processes, steps, results, autotasks, deals and deal tracking. An authorized user can create or modify processes.

- 5 The processes are used to determine and report on the steps completed or to be completed with respect to any deal. The system also records information with respect to the success or failure of the process and the corresponding reasons.

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